

Introduction to Ameresco

Ameresco, Inc. (Ameresco), a Delaware corporation, is the largest, measured both by annual revenues and number of employees, independently owned energy solutions provider in North America whose core business is providing energy generation and energy system optimization for client facilities. Ameresco is a privately-held energy services company specializing in energy systems design, installation, and financing for energy efficiency and renewable energy generation projects. Ameresco's team of energy professionals, including registered professional engineers and certified energy managers, have identified and implemented more than \$2 billion in energy projects worldwide, including the delivery of more renewable energy ESPC projects at federal facilities than any other company. Ameresco is one of the nation's leading federal contractors, delivering comprehensive services to multiple agencies within the U.S. Government.

Incorporated under the Ameresco name in 2000, our company history dates back over 35 years. Over the past several years Ameresco has successfully integrated its many acquisitions into a unified team with multiple business units capable of providing a full range of comprehensive energy services on both the supply side and demand side of the meter.

Ameresco's ESPC Approach

Ameresco's approach to insuring a successful ESPC project is guided by three simple principles: 1) establishing a rapport that promotes open communications between the customer and Ameresco personnel; 2) establishing long term program goals by prioritizing the customer's requirements; and 3) reaching an early consensus on sources of savings, capital investment limitations, operations and maintenance responsibilities, and measurement and verification (M&V) requirements. Early agreement in these areas sets a strong foundation for a partnership of understanding and shared expectations. Our approach ensures Federal facility personnel are able to aggressively implement changes to reduce energy cost, minimize energy usage and lessen environmental impact due to carbon emissions.

Ameresco ESPC Experience

Ameresco has extensive experience with federal agency energy projects, having provided continuous engineering and construction support to the federal agencies' energy programs for over 20 years. Ameresco personnel have provided engineering, designs, construction, construction management, and construction administration for numerous agencies including the DOE, Air Force, Army, Navy, Marines, Coast Guard, Defense Logistics Agency (DLA), EPA, GSA, and VA. Ameresco has developed and implemented a wide range of ESPC projects, from traditional Energy Conservation Measures such as lighting retrofits and HVAC upgrades to renewable energy systems including biomass, biogas, photovoltaics (PV), solar thermal, wind, and geothermal. The following projects are representative of Ameresco's ESPC experience and capabilities.

DOE Savannah River Site, Aiken, South Carolina

Scope of Work: Ameresco was recently awarded this contract for the turnkey installation of a new Biomass Energy Center and one 15,000 PPH steam boiler. It is the largest ESPC contract awarded to date as well as the largest renewable energy project to be scheduled for a federal facility. Ameresco will also take responsibility for operations and maintenance throughout the contract term.

Investment: \$180M

Savings: \$34.3 M (first year)

Renewable Energy:

Biomass Energy Center utilizing clean biomass and bio-derived fuels



Hill Air Force Base, Utah

Scope of Work: Ameresco has implemented 4 phases of comprehensive energy projects at Hill AFB over the past five and a half years, including a 210 kW ground-mounted photovoltaic (PV) array a solar thermal energy system, a 2,250 kW renewable Landfill Gas to Energy plant, and energy efficiency improvements to HVAC, lighting, compressed air, steam distribution, and energy management systems.

Investment: \$17.7 M **Savings:** \$2 M

Renewable Energy: Photovoltaic (PV) Array, Landfill Gas to Energy Plant



U.S. Coast Guard, Baltimore, Maryland

Scope of Work: Ameresco constructed a Renewable Energy Center (REC) to combust Landfill Gas (LFG) and provide electricity and steam to the USCG. Ameresco will operate the REC for the next 15 years. The contract is the largest Energy Savings Performance Contract in Coast Guard history and is the Coast Guard's largest Renewable energy project ever.

Investment: \$14 M **Savings:** \$2.5 M

Renewable Energy: Landfill Gas to Energy – Renewable Energy Center



Elmendorf Air Force Base, Alaska

Scope of Work: Ameresco decommissioned the combined heat and power plant (CHPP) and installed decentralized boiler plants (boilers, water treatment, required auxiliaries, and building structure as necessary) to serve each of the 130 facilities (encompassing approximately 1.5 million square feet) that were provided steam from the CHPP.

Investment: \$48.8 M **Savings:** \$ 9.1 M (first year)



Portsmouth Naval Shipyard, New Hampshire

Scope of Work: Ameresco designed and installed a comprehensive power plant upgrade and improvements to the steam and hot water distribution systems, and modernized the central power/steam plant. The project also included consolidation of the shipyard's heating systems, and enhancements and repairs to the compressed air system and lighting systems.

Investment: \$43.6 M **Savings:** \$ 5.5 (annual)

Tobyhanna Army Depot, Pennsylvania

Scope of Work: Ameresco decentralized a coal boiler plant, installed a new 13-mile gas line, performed depot-wide comprehensive lighting retrofits, and installed an energy management control system (EMCS), along with 2 miles of fiber optics. Ameresco's ongoing responsibilities include M&V, O&M, and preventive maintenance. This program has reduced Tobyhanna's overall energy consumption by 42%

Investment: \$31.1 M **Savings:** \$ 4.4 M (annual)

National Archives and Records Administration – Archives II, College Park, Maryland

Scope of Work: Ameresco implemented Energy Conservation Measures (ECMs) including a facility wide energy management control system (EMCS) upgrade, lighting upgrade, water conservation, chiller optimization, air handling unit (AHU) re-balancing, and heating optimization.

Investment: \$5.7 M **Savings:** \$897,971 (first year)

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